

**FREQUENTLY ASKED QUESTIONS**  
**U.S. SMALL BUSINESS ADMINISTRATION**  
**OFFICE OF INTERNATIONAL TRADE**  
**STATE TRADE AND EXPORT PROMOTION (STEP) PROGRAM**  
**Program Announcement No. OIT-STEP-2016-01**

**Who can apply for a cooperative agreement under the STEP Program?**

A State agency that has been officially designated by the governor as the sole entity responsible for conducting the State's trade and export activities may apply. The designation letter must accompany the application. The organizational structure of the applicant must reflect an official agency relationship with State government, and the State must provide financial backing and show support for proposed activities.

**What does the term 'State,' mean in the STEP Program?**

In the STEP Program, the term 'State' means each of the several States, the District of Columbia, the Commonwealth of Puerto Rico, the Virgin Islands, Guam, the Commonwealth of Northern Mariana Islands, and American Samoa

**Can Small Business Development Centers (SBDC) apply for grants under the STEP Program?**

SBDCs do not meet the criteria of eligible applicants under the STEP Program, and for this reason, cannot apply. However, applicants can propose efforts that include collaborative and sub-contractual relationships with SBDCs that provide for payment of stipends or tuition for, or reimbursements to, STEP Clients for services provided to them by SBDCs.

**How do states rank in terms of the number of small business exporters?**

The following table reflects the number of small and medium sized (SME) exporters for 2013, provided by the Bureau of the Census, U.S. Department of Commerce. Note that SME exporters are the closest surrogate to small business exporters.

Rank	State / Territory	2013 SME Exporters	Rank	State / Territory	2013 SME Exporters
1	California	72,032	27	Louisiana	3,243
2	Florida	58,626	28	Alabama	3,218
3	Texas	38,735	29	Utah	2,996
4	New York	37,969	30	Iowa	2,845
5	Illinois	20,464	31	Kansas	2,760
6	New Jersey	19,077	32	Oklahoma	2,652
7	Ohio	14,707	33	Nevada	2,541
8	Pennsylvania	13,943	34	New Hampshire	2,282
9	Michigan	13,263	35	Maine	1,913
10	Georgia	12,927	36	Arkansas	1,793
11	Washington	11,365	37	North Dakota	1,582
12	Massachusetts	9,568	38	Rhode Island	1,570
13	North Carolina	9,233	39	Nebraska	1,565
14	Wisconsin	7,592	40	Mississippi	1,540
15	Minnesota	7,472	41	Idaho	1,478
16	Indiana	6,983	42	Puerto Rico	1,407
17	Virginia	6,626	43	Delaware	1,406
18	Arizona	6,563	44	Montana	1,329
19	Maryland	6,270	45	New Mexico	1,108
20	Tennessee	5,919	46	Vermont	1,093
21	Oregon	5,247	47	West Virginia	846
22	Missouri	5,126	48	Hawaii	751
23	Connecticut	5,096	49	South Dakota	708
24	Colorado	4,973	50	District of Columbia	441
25	South Carolina	4,948	51	Alaska	399
26	Kentucky	3,495	52	Wyoming	332
			53	Virgin Islands	114

### How do States rank in exports?

The following table reflects the value of exports, by state, for 2013. The data was provided by the Bureau of the Census, U.S. Department of Commerce.

Rank	State / Territory	2013 Total Exports (MM)
1	Texas	\$279,491
2	California	\$168,045
3	New York	\$86,523
4	Washington	\$81,637
5	Illinois	\$66,089
6	Louisiana	\$63,339
7	Florida	\$61,344
8	Michigan	\$58,653
9	Ohio	\$50,799
10	Pennsylvania	\$41,161
11	Georgia	\$37,517
12	New Jersey	\$36,726
13	Indiana	\$34,162
14	Tennessee	\$32,315
15	North Carolina	\$29,340
16	Massachusetts	\$26,823
17	South Carolina	\$26,253
18	Kentucky	\$25,366
19	Wisconsin	\$23,109
20	Minnesota	\$20,772
21	Puerto Rico	\$19,961
22	Arizona	\$19,410
23	Alabama	\$19,291
24	Oregon	\$18,640
25	Virginia	\$17,945
26	Connecticut	\$16,424

Rank	State / Territory	2013 Total Exports (MM)
27	Utah	\$16,111
28	Iowa	\$13,888
29	Missouri	\$12,932
30	Kansas	\$12,465
31	Mississippi	\$12,391
32	Maryland	\$11,752
33	Nevada	\$8,701
34	West Virginia	\$8,631
35	Colorado	\$8,547
36	Nebraska	\$7,393
37	Arkansas	\$7,154
38	Oklahoma	\$6,919
39	Idaho	\$5,782
40	Delaware	\$5,343
41	Alaska	\$4,528
42	New Hampshire	\$4,184
43	Vermont	\$4,026
44	North Dakota	\$3,729
45	New Mexico	\$2,728
46	District of Columbia	\$2,708
47	Maine	\$2,687
48	Rhode Island	\$2,163
49	South Dakota	\$1,586
50	Montana	\$1,506
51	Wyoming	\$1,336
52	Virgin Islands	\$997
53	Hawaii	\$598